



---

**Job Title:** Commercial Manager Finland, Allflex Livestock Intelligence

**Department:** Identification and Monitoring

**Position Location:** Helsinki, Finland, EMEA

**Requisition ID:** AN#002

Allflex Livestock Intelligence is the world leader in the design, development, manufacturing and delivery of solutions for animal identification, monitoring and traceability. Our data-driven solutions are used by farmers, companies and countries to manage hundreds of millions of animals worldwide. By putting intelligent, actionable management information into farmers' hands, our solutions empower them to act in a timely manner to safeguard their animals' health and wellbeing, while achieving optimal production outcomes for a healthy food supply. Allflex Livestock Intelligence is a Livestock portfolio of digital products within MSD Animal Health.

As the largest provider of animal identification technology, we meet growing customer needs by providing over 500 million tags for identifying, tracking and monitoring animals every year and we monitor over 5.5 million cows daily, which allows access to real-time, actionable data and insights to help improve or enhance animal management and health outcomes.

With over 60 years of experience and around 1,900 team members worldwide, we have a global network of experts, each with a great depth of experience and unparalleled knowledge, who provide a valuable resource to farmers, companies and countries. Allflex Livestock Intelligence has manufacturing and technology subsidiaries in North America, Europe, Israel, South America, China, Australia and New Zealand. Our products are distributed in over 100 countries.

Through its commitment to the *Science of Healthier Animals*®, MSD Animal Health offers veterinarians, farmers, pet owners and governments one of the widest ranges of veterinary pharmaceuticals, vaccines and health management solutions and services as well as an extensive suite of digitally connected identification, traceability and monitoring products. MSD Animal Health is dedicated to preserving and improving the health, well-being and performance of animals and the people who care for them.

For more information visit [www.allflex.global](http://www.allflex.global)

**Job Description:**

- Develops and ensures successful execution of short to long-term commercial plans, strategies, financial and budgets for the commercial business in Finland, maximizing the performance in terms of sales volume, market share and profit as laid out by the Nordic Commercial Team.
- Achieves or exceeds all the agreed financial, operational and human resource objectives through effective management, motivation and development.
- With the support of the Nordic Team, manages the entire Allflex Livestock Intelligence product portfolio of Identification (Visual & Electronic), Readers, Tissue-Sampling, Monitoring and Smart Data Solutions in line with the agreed global strategies.

- Member of Nordic Leadership Team supporting the Nordic Commercial Director and Nordic General Manager and peers in development and execution of local business strategy in Finland.
- Continually liaises with major customers and partners. Maintains high customer-centricity.
- Builds and leads effective teams and, where appropriate, exploits synergies across the Nordic countries and maximizes cross-border services and solutions.

### **Responsibilities:**

- Establish a Finnish commercial organization and have key account responsibility for the partner in Finland.
- Execute and develop new business models to secure commercial success and to drive cost efficiencies within and across the local market for both livestock identification and monitoring.
- Leading, guiding and motivating the team, emphasizing inclusiveness and a one-team culture across all product categories.
- Preparation of operating budgets, sales and profit forecasts for country operations that are consistent with the short and long-term strategic business objectives of the cluster.
- Consistently achieves and regularly exceeds sales and profit targets based on pre-established financial targets. Takes ownership for results.
- Stays informed of industry and competitive activities. Keeps Nordic Team informed of trends or other competitive initiatives that could impact business performance in Finland.
- Establishes, visits and maintains regular contacts with key customers, distributors, key opinion leaders and authorities across the market, promoting effective communications and inspiring customer loyalty.
- Supports all initiatives in the effective rollout and implementation of the Nordic organisational development strategy.
- Reinforces commitment to ensure full compliance with all group policies as well as applicable government regulations while maintaining a work environment that promotes and fosters Antelliq's Leader Behaviours: Shared Accountability, Functional Teamwork and Collaboration, Listening and Learning, Benchmark and Continuously Improve, Coaching and Developing Others, and Business Integrity.

### **Key Competencies:**

- Understanding of livestock and animal production industry, market trends, and business environment
- Proven commercial mindset and strong business acumen
- Ability to manage in a matrix organization
- Ability to work under time and business-delivery pressure and to act as a change agent within the company
- Drive and energy to quickly accelerate the pace of growth in the country aligned to cluster objectives
- Unquestionable ethics and integrity
- Good written, verbal, and presentation skills
- Finish as a strong first language, English as strong second language. Swedish as a strong third language preferred
- Degree qualified (Animal Science / Agriculture preferred)

### **Qualifications:**

#### Preferred Education Requirements

- BSc Livestock Husbandry or similar

#### Required Experience & Skills

- Minimum 3 years' experience from commercial operations, preferably within the agricultural industry

#### Preferred Experience & Skills

- communicates clear goals; thinks beyond today; is optimistic; creates a performance culture; can inspire and motivate teams.;
- gets things done across varied and different conditions; able to determine prioritized areas of focus; listens to and acts on advice of cluster managers, builds relationships quickly; relates well to a wide spectrum of people; effectively leverages local skills to get things done;
- effectively manages matrixed organizational structure; can explain company views and actions to in-country staff; provides in-country staff and cluster managers perspective on each other's positions; ability to find compromise when faced with organizational conflict; is an good communicator; works the formal network well.

#### **Search Firm Representatives Please Read Carefully:**

MSD (tradename of Merck & Co., Inc., Kenilworth, N.J., USA) is not accepting unsolicited assistance from search firms for this employment opportunity. Please, no phone calls or emails. All resumes submitted by search firms to any employee at MSD via email, the Internet or in any form and/or method without a valid written search agreement in place for this position will be deemed the sole property of MSD. No fee will be paid in the event the candidate is hired by MSD as a result of the referral or through other means.

Job: Sales and Marketing, Operations

Travel: Yes; 50% Travel

Shift (if applicable): N/A

To **Apply Now**, please send your resume to [AntelliqJobs@MSD.com](mailto:AntelliqJobs@MSD.com) with the Acquisition ID included in the Subject.